

PROPOSALS TABULATION		
RFP-RH-18-021		
SNOW REMOVAL SERVICES		
NAME	ULTRA Professional Outdoor Services, LLC	Xpert Lawn and Snow Inc.
ADDRESS	2431 Pontiac Rd.	21083 Mound Rd.
Awarded to:	Auburn Hills, MI 48326	Warren, MI 48091
Year Firm Established	1999	2002
Years in Business	19	16
Type of Organization	LLC	Corporation
Full Time Employees	30	35
Part Time Employees	25	35
FAX or Email	248-373-3668 ultra@ultraposllc.com	Xpertlandscaping@yahoo.com
Qualifications:	Fleet of 20 trucks and equipment that can meet all requirements for any snow or ice storm. Manage own bulk salt and bag	Have been performing snow removal for commercial clients for 16 years. Has successfully completed several municipal contracts.
Experience:	Eight years experience plowing for the City of Rochester Hills.	16 years with same scope of work.
Financial Capability:	Financial resources sufficient to facilitate service of additional clients.	All trucks and equipment are fully paid for with zero balance. Maintains large lines of credit to be able to cover any unforeseen costs associated with contract.
Supervision	Dan DeFoss-Owner, 19 years snow removal experience	Nick Solomon -Vice President Jim Sandzik - Contract Manager/Foremen Dan Sermo - Foremen Steve Kerr - Foremen
Clients with the type of services described:	Fifty commercial clients with similar needs. 100+ residential clients.	12 different municipal contracts within the last three years.
Client References:	Provided	Provided
Equipment List	Equipment List provided	Equipment List provided
Subcontractors	None	None
Work Plan	Weather is monitored and all employees are on standby for winter operations. Once a game plan is set crews are scheduled to arrive at the office to be dispatched at the appropriate time.	Will work closely with the City to monitor any dangerous conditions of the properties. There will be men standing by dedicated to this scope of work. When the time is right they will take action dispatching the crew. Their overall goal is to clear any accumulating snow within 4 hours. Crew members will continue to monitor any storms and maintain all walkways until everything is clean and dry.
Procedure for After-hours and Emergency Calls.	Weather is monitored 24/7 and the operations manager is available by phone 24 hours per day.	They are 24 hours in the winter 248-721-0794
Additional comments:	Left blank	Left blank
Preferred Payment Method?	Check	ACH
Insurance Requirements?	Yes	Yes
W-9?	Yes	Yes
Location #1 - City Hall - Price per Push		
Snow plow parking lots 1 1/2" to 6" (includes salting)	\$535.00	\$400.00
Snow plowing parking lots over 6" (includes salting)	\$725.00	\$600.00
Salting ONLY of parking lots	\$305.00	\$250.00
Salting ONLY of pedestrian ways	\$125.00	\$100.00
Snow plowing pedestrian ways (includes salting)	\$245.00	\$200.00
Removing snow from premises hauling (only on an as needed basis)		
Yards Per Load:	10	20
Load Rate:	\$180.00	\$300.00
Location #2 - 52/3 District Court		
Snow plow parking lots 1 1/2" to 6" (includes salting)	\$585.00	\$450.00
Snow plowing parking lots over 6" (includes salting)	\$675.00	\$650.00
Salting ONLY of parking lots	\$325.00	\$250.00
Salting ONLY of pedestrian ways	\$200.00	\$150.00
Snow plowing pedestrian ways (includes salting)	\$435.00	\$360.00
Shoveling sidewalk	\$185.00	\$150.00
Shoveling the courthouse steps (includes salting when below 25°)	\$95.00	\$100.00
Shoveling sidewalk during heavy snow of 5"-12", a minimum of two (2) persons required	\$185.00	\$100.00
Removing snow from premises hauling (only on an as needed basis)		
Yards Per Load:	10	20
Load Rate:	\$180.00	\$300.00
Location #3: OCSD		

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Snow plow parking lots 1 1/2" to 6" (includes salting)	\$430.00	\$350.00
Snow plowing parking lots over 6" (includes salting)	\$600.00	\$550.00
Salting ONLY of parking lots	\$210.00	\$150.00
Salting ONLY of pedestrian ways	\$100.00	\$80.00
Snow plowing pedestrian ways (includes salting)	\$265.00	\$200.00
Shoveling sidewalk	\$165.00	\$130.00
Shoveling sidewalk during heavy snow of 5"-12", a minimum of two (2) persons required	\$165.00	\$130.00
Removing snow from premises hauling (only on an as needed basis)		
Yards Per Load:	10	20
Load Rate:	\$180.00	\$300.00
List other charges not identified:	If deicing material costs to Ultra increase by 10% or more, compared to the material costs as of the date of awarded, the city will be billed the difference in materials. Ultra to provide documentation to support additional charges. All additional charges are in addition to fixed pricing listed per service. Minimum charge for hauling is \$2,000.00 per site.	None
OPTIONAL SITES - FIRE STATIONS #1-5		
Location #4: Fire Station #1		
Snow plow parking lots 1 1/2" to 6" (includes salting)	\$270.00	\$350.00
Snow plowing parking lots over 6" (includes salting)	\$366.00	\$550.00
Salting ONLY of parking lots	\$135.00	\$150.00
Salting ONLY of pedestrian ways	\$110.00	\$80.00
Snow plowing pedestrian ways (includes salting)	\$135.00	\$200.00
Shoveling sidewalk	\$125.00	\$130.00
Shoveling sidewalk during heavy snow of 5"-12", a minimum of two (2) persons required	\$125.00	\$130.00
Removing snow from premises hauling (only on an as needed basis)		
Yards Per Load:	10	20
Load Rate:	\$180.00	
Location #5: Fire Station #2		
Snow plow parking lots 1 1/2" to 6" (includes salting)	\$175.00	\$250.00
Snow plowing parking lots over 6" (includes salting)	\$240.00	\$350.00
Salting ONLY of parking lots	\$100.00	\$100.00
Salting ONLY of pedestrian ways	\$40.00	\$70.00
Snow plowing pedestrian ways (includes salting)	\$90.00	\$150.00
Shoveling sidewalk	\$50.00	\$100.00
Shoveling sidewalk during heavy snow of 5"-12", a minimum of two (2) persons required	\$50.00	\$100.00
Removing snow from premises hauling (only on an as needed basis)		
Yards Per Load:	10	20
Load Rate:	\$180.00	
Location #6: Fire Station #3		
Snow plow parking lots 1 1/2" to 6" (includes salting)	\$175.00	\$350.00
Snow plowing parking lots over 6" (includes salting)	\$240.00	\$550.00
Salting ONLY of parking lots	\$100.00	\$150.00
Salting ONLY of pedestrian ways	\$90.00	\$80.00
Snow plowing pedestrian ways (includes salting)	\$90.00	\$200.00
Shoveling sidewalk	\$50.00	\$130.00
Shoveling sidewalk during heavy snow of 5"-12", a minimum of two (2) persons required	\$50.00	\$130.00
Removing snow from premises hauling (only on an as needed basis)		
Yards Per Load:	10	20
Load Rate:	\$180.00	

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Location #7: Fire Station #4		
Snow plow parking lots 1 1/2" to 6" (includes salting)	\$190.00	\$300.00
Snow plowing parking lots over 6" (includes salting)	\$260.00	\$500.00
Salting ONLY of parking lots	\$110.00	\$150.00
Salting ONLY of pedestrian ways	\$95.00	\$100.00
	\$175.00	\$120.00
Snow plowing pedestrian ways (includes salting)		
Shoveling sidewalk	\$80.00	\$80.00
	\$80.00	\$80.00
Shoveling sidewalk during heavy snow of 5"-12", a minimum of two (2) persons required		
Removing snow from premises hauling (only on an as needed basis)		
Yards Per Load:	10	20
Load Rate:	\$180.00	
Location #8: Fire Station #5		
Snow plow parking lots 1 1/2" to 6" (includes salting)	\$175.00	\$275.00
Snow plowing parking lots over 6" (includes salting)	\$240.00	\$500.00
Salting ONLY of parking lots	\$100.00	\$120.00
Salting ONLY of pedestrian ways	\$40.00	\$80.00
	\$90.00	\$100.00
Snow plowing pedestrian ways (includes salting)		
Shoveling sidewalk	\$50.00	\$60.00
	\$50.00	\$60.00
Shoveling sidewalk during heavy snow of 5"-12", a minimum of two (2) persons required		
Removing snow from premises hauling (only on an as needed basis)		
Yards Per Load:	10	20
Load Rate:	\$180.00	
List any other charges not identified in optional pricing Fire Stations #1-5	If deicing material costs to Ultra increase by 10% or more, compared to the material costs as of the date of awarded, the city will be billed the difference in materials. Ultra to provide documentation to support additional charges. All additional charges are in addition to fixed pricing listed per service. Minimum charge for hauling is \$1,200.00 per site.	None